

Australian Property Institute Victorian Division
10 Beach Street Port Melbourne Vic 3207
T:: (03) 9644-7500 F:: (03) 9646-4635
E:: registration@vic.api.org.au
www.vic.api.org.au

API THE AUSTRALIAN
PROPERTY
INSTITUTE
Leading the property professions

2010
continuing professional
development programme
MAY – AUGUST

THIS BROCHURE INCLUDES ::

- | | |
|----------------------|--|
| :: 18 May | Estate Master Course |
| :: 19 May | Mock Professional Interview Evening |
| :: 25 May | Valuation of Green Property Seminar – Residential |
| :: 27 May | Valuation of Green Property Seminar – Commercial |
| :: 31 May 1 & 7 June | Specialist Retail Valuer Course |
| :: 2 June | Site Tour – ANZ Centre |
| :: 18 June | Risk Management Module v 2009 |
| :: 23 June | Graduate Seminar Three: Asset Management |
| :: 6 July | Specialised Asset Class – Airspace, Billboards and Naming Rights |
| :: 20 July | WATCH THIS SPACE |
| :: 18 August | Graduate Seminar Four: Industrial Land Sub-Division |

Date notifications ::

- | | |
|--------------|---------------------------------|
| :: 21 May | Golf Day |
| :: 16 June | Fellows Club Luncheon |
| :: 5 August | YPP Careers Expo |
| :: 30 July | Albury Wodonga Group Conference |
| :: 30 August | Excellence in Property Awards |

A map and parking information for events and further updates or copies of this brochure are now available on the website:

www.vic.api.org.au

TUESDAY 18 MAY

ESTATE MASTER DEVELOPMENT FEASIBILITY INTRODUCTORY COURSE OR ESTATE MASTER INVESTMENT APPRAISAL INTRODUCTORY COURSE

Venue:: API - Conference Room
10 Beach Street
Port Melbourne Vic 3207

Time::
Development Feasibility
9:00am - 12:30pm
OR

Investment Appraisal
1:30 - 4:30pm

Cost::
Members \$400
Non - Members \$450
(GST Inclusive)

Presenter:: Martin Hill CEO Estate Master Pty Ltd, MR.E. UNSW, MProp. Dev. UTS, BSc (Hons), FAPI, MRICS
Martin Hill is the CEO and founder of Estate Master Property Software and has over 20 years experience in property consulting, with specialist capabilities in feasibility analysis, development strategy and financial modelling.

Development Feasibility Introductory Course

The Estate Master Development Feasibility introductory course is designed for new and inexperienced users who wish to have a concise DF training session, over-viewing DF use and functionality. It includes a quick guide to the theory behind the decision indicators followed by an overview of how to use the package and data input areas of the software. The course will enable participants to gain a grounding of viewing and understand feasibility in the package and how to interpret the performance indicators and reports.

Investment Appraisal Introductory Course

The Estate Master Investment Appraisal introductory course is for users wishing to utilise the software to the maximum capability for property valuation and/or investment appraisal purposes. Participants will be able to interpret the results to assist in calculating property purchase and sale values and investment returns to help accurately appraise a property's value based on its rental cash flow or assess the feasibility of a property investment based on its projected discounted cash flow (DCF). The course covers setting up preferences, inputting tenancy information, loan inputs, investor distributions, outgoings and capital expenditure. Participants will gain an in-depth understanding of interpreting the results on the investment cash flow, DCF, capitalisation summary and executive summary.

Equipment Required

Laptop with either Estate Master DF or IA software downloaded - attendees are able to download the 14-day free trial from www.estatemaster.net

3 CPD POINTS

WEDNESDAY 19 MAY

PREPARATION FOR PROFESSIONAL INTERVIEW

Venue:: API - Conference Room
10 Beach Street
Port Melbourne VIC 3207

Session:: 5:30 - 8:00pm
Cost:: FREE

For student, Graduate and Provisional Members who are looking to upgrade to a category that requires a Professional Interview, such as Associate Membership, Associate with Certified Practising Valuer (CPV), Associate with Plant & Machinery and Provisional Membership with designation as a Residential Property Valuer.

Three Members of the API Examiners Panel will discuss commonly asked questions and provide an insight into the Professional Interview process.

An opportunity to ask your questions, try some answers and learn from those who have been there before. Small group discussions as well as a presentation will expand your understanding of the member application and examination procedure.

Conducted with the YPP, a Divisional Discussion Group of the API, for Valuation and Property Students and Graduates.

This forum is not to be missed!

3 CPD POINTS

TUESDAY 25 MAY

VALUATION OF GREEN PROPERTY SEMINAR – RESIDENTIAL

Venue:: API - Conference Room
10 Beach Street
Port Melbourne Vic 3207

Registration:: 3:30-4:00pm

Session:: 4:00 - 6:00pm
Cost:: Early Members \$66*
Members \$77 Non Members \$145
Stu/Grad/PMAPI/Ret Members \$22**
(GST Inclusive)

* Bookings made prior to 11 May

**Subject to availability of places.

Does going Green really add value?

Find out all there is to know about the implications of going green and the direct impact they will have on the end value of property through our panel of experts.

As the impact of climate change takes its toll and as the Australian general public's awareness and social consciousness increase, government at all levels has been forced to implement public policy towards the adoption of a more environmentally sustainable lifestyle and workplace. The heavily debated topic has seen many countries throughout the world, including Australia establish a regulatory framework to reduce energy emissions.

Speakers:: **Greville Pabst** – CEO – WBP Property,
Graham Balfour – Government Valuations – Valuer
General Victoria

Prof. Richard Reed – Deakin University

Moderator - **Sam Tamblyn** – Managing Director –
Urban Property Australia

The implementation of a new regulatory framework to develop and enforce a 'national housing energy efficiency standard' is being undertaken state by state.

While the trend toward sustainable housing is still relatively new, the link between a property's 'energy rating' and its 'value' will only become more apparent as the knowledge and adoption of further 'green' initiatives expand in the months and years ahead.

Our panel experts from the property valuation field, state government, academic and research fields will make a series of short presentations outlining their viewpoints and opinions regarding the 'national housing energy efficiency standard' and the 'future direction of green property' as a whole.

Followed by a Q&A session.

2 CPD POINTS

THURSDAY 27 MAY

VALUATION GREEN PROPERTY SEMINAR – COMMERCIAL

Venue:: API - Conference Room
10 Beach Street
Port Melbourne Vic 3207

Registration:: 3:30 - 4:00pm

Session:: 4:00 - 6:00pm
Cost:: Early Members \$66*
Members \$77 Non Members \$145
Stu/Grad/PMAPI/Ret Members \$22**
(GST Inclusive) * Bookings made prior
to 11 May **Subject to availability
of places.

Speakers:: **Richard Bowman** – Partner - Ernst & Young
Darren Kindrachuk - Principal Architect - Lend Lease Design
Mark Bassett - Fund Manager - ISPT

Trudy-Ann King - State Manager - Green Building
Council of Australia

Moderator - **Sam Tamblyn** – Managing Director –
Urban Property Australia

In our commercial speaker series, industry experts from institutional property advisory and funds management, design and development and government will again make a series of short presentations outlining their viewpoints and opinions regarding the future of sustainable development and commercial investment and the implications of going green.

Presentation and discussion topics from our panelists will include:

- Case study on the design and development of Australia's newest green building - ANZ Centre, Docklands.
- Considerations and implications in the investment of green buildings
- Mandatory Disclosure Laws
- NABERS Energy Ratings,
- Green Star Ratings

Followed by a Q&A session.

2 CPD POINTS

Venue:: API - Conference Room
10 Beach Street
Port Melbourne Vic 3207

Session:: 8:00am - 6:00pm

Cost::
\$1650 (including GST, lunch, morning
and afternoon tea)

All Valuers are invited to partake in this course with the successful completion of this course to become a condition of an appointment as a Specialist Retail Valuer in Rental Determination undertaken in accordance with the Retail Leases Act (RLA). Completion of the Specialist Retail Valuer Professional Certificate has also been approved as advanced standing credit for Deakin Property and Real Estate students.

The course is endorsed by the Small Business Commissioner and the API has trademarked the title "API Accredited Specialist Retail Valuer". The title will be available for use by those who have successfully completed the course, the accreditation process and meet the requirements as set out in the RLA.

The three day interactive workshop incorporates the Rental Determination Workshop and includes a detailed examination of the RLA, legal issues, the determination process (inspection, analysis of evidence, determinations and report writing), case studies and a retail market overview.

18 CPD POINTS

WEDNESDAY 2 JUNE

SITE TOUR – ANZ CENTRE

Venue:: ANZ Centre
833 Collins Street,
DOCKLANDS VIC 3008
Please meet at Reception on the Upper
Ground Floor

Tour Time:: 3:30pm - 4:30pm
(Please arrive 10 minutes prior to
ensure a prompt start)

Cost:: Members \$44
Non Members \$77
Stu/Grad/ PMAPI Members \$22*
(GST Inclusive)

Special Requirements:: Please bring
photo identification.

The newly constructed ANZ centre located at Victoria Harbour is the global headquarters for the largest Australian bank in Asia and is the largest single-tenanted commercial building in the Southern Hemisphere.

The building has achieved a 6 Star Green Star rating from the Green Building Council of Australia for 'Office Design' and is registered for two additional green star categories – 'Office Interiors' and 'office as Built'.

Environmental features of the ANZ Centre include; River cooling, Green roof, Tri-generation, Solar power, Wind turbines, Underfloor air-conditioning, Black water recycling and Storm water re-use.

1 CPD POINTS

FRIDAY 18 JUNE

RISK MANAGEMENT MODULE V2009

Venue:: DLA Phillips Fox
Level 21, 140 William Street
Melbourne VIC 3000

Registration:: 8:00 - 8:30am

Session:: 8:30 - 1:00pm

Cost:: Members \$242
Non Members \$396
(GST Inclusive)

Speakers:: David Leggatt, Partner, DLA Phillips Fox

All members who undertake valuations of real property must complete a Risk Management Module every three years. New members who undertake valuations of real property must complete the Risk Management Module within 12 months of gaining membership. Members who completed the RMM in 2007 will now be due to complete the RMM this year in 2010.

The Risk Management Module aims to cover best practice, better communication, better client selection, the stages of valuation, principles of law and an awareness of insurance issues. The involvement of DLA Phillips Fox at the development and delivery stages will ensure recent case studies and practical examples will be examined.

This engaging half day session will provide members with a practical approach to managing risk.

4 CPD POINTS

THE MAY-AUGUST 2010 CPD PROGRAMME IS PROUDLY SPONSORED BY:
BERTACCO MADGE FERRIER AND TESKA CARSON



WEDNESDAY 23 JUNE

GRADUATE SEMINAR PROGRAMME THREE: ASSET MANAGEMENT

Venue:: API - Conference Room
10 Beach Street
Port Melbourne Vic 3207

Registration:: 5:15 - 5:30pm

Session:: 5:30 - 8:00pm

Cost:: Stu/Grad/PMAPI Members \$22.00
Student Non Members \$44
(GST Inclusive)

Speaker:: Sue Chambers, United Group

The third seminar in the Graduate Programme for 2010 introduces graduates to the diverse area of asset management. The seminar covers asset management, in particular some distinguishing facets between Asset Manager and Property Manager.

This session will be led Ms Susan Chambers who has extensive experience in property advisory, consulting, feasibility and management of a variety of property asset classes.

Please note that this programme is only available to Student Members, Provisional Members and students from an approved course.

3 CPD POINTS

TUESDAY 6 JULY

SPECIALISED ASSET CLASS – AIRSPACE, BILLBOARDS & NAMING RIGHTS

Venue:: API - Conference Room
10 Beach Street
Port Melbourne Vic 3207

Registration:: 4:45 - 5:00pm

Session:: 5:00 - 7:00pm

Cost:: Early Members \$66*
Members \$77 Non Members \$145
Stu/Grad/PMAPI/Ret Members \$22**
(GST Inclusive) * Bookings made prior to 25 June
**Subject to availability of places

Speakers:: Les Brown FAPI, Director, M3 Property
Bernard Smith FAPI, Manager Commercial Division, Herron Todd White

Les Brown will focus on the key considerations in respect of valuing airspace for both capital and rental purposes.

Les has been involved in a number of capital valuations of airspace on top of multi storey complexes on behalf of Owners Corporations as well as rental valuations/determinations of various bridges and overpasses in suburbs which are over Crown Land and are therefore subject to lease agreements.

Bernard Smith will provide a much needed insight into the current issues and trends of billboard rentals and the assessment of building naming rights.

Bernard will discuss the processes and the methodologies used and will refer to some typical case studies to demonstrate the market dynamics driving these specialised sectors.

Join us for this interesting session and the opportunity to ask the relevant questions of these respected practitioners.

2 CPD POINTS

TUESDAY 20 JULY

'WATCH THIS SPACE'

Venue:: To be announced

Cost::
Early Members \$66*
Members \$77
Non Members \$145
Stu/Grad/PMAPI/Ret Members \$22**
(GST Inclusive)

* Bookings made prior to 13 July

**Subject to availability of places

The API Victorian Division continues its latest addition to the CPD Programme, 'WATCH THIS SPACE.' With the challenges of a fluctuating market and an unpredictable economic climate, one seminar each programme will be offered that covers a contemporary issue.

A date will be set aside in each programme with the topic being announced two weeks beforehand. This will ensure that the forum delivers truly contemporary and vibrant issues.

So... watch this space for the most up to date information for Property Professionals.

Topic announced on July 6

2 CPD POINTS

WEDNESDAY 18 AUGUST

GRADUATE SEMINAR FOUR: INDUSTRIAL LAND SUBDIVISION

Venue:: API - Conference Room
10 Beach Street
Port Melbourne Vic 3207

Registration:: 5:15 - 5:30pm

Session:: 5:30 - 8:00pm

Cost:: Stu/Grad/PMAPI Members \$22
Student Non Members \$44
(GST Inclusive)

**Subject to availability of places

Speakers:: Darren Searle, Toll Group

This session will provide an opportunity to learn of the latest developments in subdivision of land, focusing on industrial land. Presenter Darren Searle from Toll Group is an experienced practitioner with many years of experience to draw on. This session will include time for questions and discussion.

Please note that this programme is only available to Student Members, Provisional Members and students from an approved course.

3 CPD POINTS

CPD & EVENTS CALENDAR 2010

MONTH	DATE	EVENT	CPD POINTS
February	Friday 12	API/REIV State of the Market	4
	Thursday 18	Site Tour – Melbourne Rectangular Stadium	2
March	Wednesday 3	API-PIF Inaugural Corporate Sailing Challenge	-
	Wednesday 10	Graduate Seminar One – Commercial and Retail Outgoings	3
	Tuesday 23	CPD Seminar – Pricing Professional Services	2
	Friday 26	Risk Management Module v2009	4
	Friday 26	YPP River Cruise	-
April	Tuesday 20	WATCH THIS SPACE	2
	Wednesday 28	Graduate Seminar Two – Discounted Cash Flow	3
May	Wednesday 19	Mock Professional Interview Evening	3
	Friday 21	Golf Day	-
	Tuesday 25	Green Building Seminar – Residential	2
	Thursday 27	Green Building Seminar – Commercial	2
	May 31, June 1&7	Specialist Retail Valuer Course	18
		YPP Matrix Joint Event	
June	Wednesday 2	Site Tour	2
	Wednesday 16	Fellows Club Luncheon	-
	Friday 18	Risk Management Module v2009	4
	Wednesday 23	Graduate Seminar Three – Asset Management	3
July	Tuesday 6	Specialised Asset Class – Airspace, Billboards & Naming Rights	2
	Tuesday 20	WATCH THIS SPACE	2
	Friday 30	Albury Wodonga Group Seminar	
August	Thursday 5	YPP Careers Expo	-
	Wednesday 18	Graduate Seminar Four	3
	Monday 30	Excellence in Property Awards	
September	17 & 18	Annual State Conference	6/10
	Wednesday 22	Mock Professional Interview Evening	3
	Friday 24	Risk Management Module v2009	4
		YPP Ball	-
October	Friday 1	YPP Country Race Day	
	Wednesday 6	Graduate Seminar Five	3
		Macquarie Real Estate Outlook	2
	Thursday 21	Site Tour	2
	Friday 22	Nagambie Conference	
		API/ RICS Joint Event	2
November	Tuesday 9	WATCH THIS SPACE	2
	Wednesday 10	Graduate Seminar Six	3
	Tuesday 23	Christmas Cocktails	-
	Friday 19	Risk Management Module v2009	4
December	Friday 3	YPP Christmas Drinks	-

A DATE FOR YOUR DIARY

:: 21 May	Golf Day – Southern Golf Club	Monday 14th June (Queens Birthday)
:: 16 June	Fellows Club Luncheon – RACV City Club	Tuesday 2nd November (Melbourne Cup)
:: 5 August	YPP Careers Expo	
:: 30 July	Albury Wodonga Group Conference	
:: 30 August	Excellence in Property Awards	

CPD REGISTRATION FORM MAY – AUGUST 2010

DATE	CPD POINTS	CPD EVENT	FEE	TOTAL
18 May	3	Estate Master ½ Day Introductory course Development Feasibility or Investment Appraisal software.	\$400** \$450*** each	
18 May	3	Estate Master ½ Day Introductory course Investment Appraisal software.	\$400** \$450*** each	
19 May	2	Mock Professional Interview Evening	FREE	
25 May	2	Valuation of Green Property Seminar – Residential	\$66* / \$77** / 145*** \$22****	
27 May	2	Valuation of Green Property Seminar – Commercial	\$66* / \$77** / \$145*** \$22****	
31 May 1 & 7 June	18	Specialist Retail Valuer Course	\$1650	
2 June	2	Site Tour – ANZ Building	\$44** / \$77*** \$22****	
18 June	4	Risk Management Module v 2009	\$242** / \$396***	
23 June	3	Graduate Seminar Three: Asset Management	Stu/Grad/PMAPI \$22 Non Members \$44	
6 July	2	Specialised Asset Class – Airspace, Billboards and Naming Rights	\$66* / \$77** / 145*** \$22****	
20 July	2	WATCH THIS SPACE	\$66* / \$77** / 145*** \$22****	
18 August	3	Graduate Seminar Four: Industrial Land Subdivision	Stu/Grad/PMAPI \$22 Non Members \$44	
			GRAND TOTAL	

* Early members rate, please see individual event for conditions ** Members rate *** Non Members rate **** STU/GAP/PMAPI/RET Members rate
 TAX INVOICE: This form constitutes a TAX INVOICE when payment is attached. All fees are GST inclusive.

DETAILS

Name (print name & surname)::	
Company Name (for name tag)::	
Company Address::	
Bus Phone, Fax & Mobile::	
Delegate Email::	
EA/ Administrator's Name::	
EA/ Administrator's email::	

**PAYMENT DETAILS – Please forward payment to API, 10 Beach Street, Port Melbourne 3207
 ALL FAX REGISTRATIONS REQUIRE A CREDIT CARD AUTHORITY**

PAYMENT

Cheque enclosed for (amount)::			
(Cheques payable to API Victorian Division) Please post registration with cheque payments to API, 10 Beach Street, Port Melbourne, 3207			
I hereby authorise the API to charge the following credit card			
	MASTERCARD	VISA	AMEX
Card Number::	Expiry Date::		Amount::
Card holder's Name::			
Signature::			
Membership(s)::	API SIA REIV RICS AIB (Please circle)		

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ABN: 49 007 505 866

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Conditions of Registration:

1. Seating capacities are limited. Registrations with payment will be accepted on a first received basis. 2. Substitutions of participants may be made at any time without additional cost provided the Institute is advised by email or fax. 3. NO REFUND will be made for cancellations received less than 7 days prior to the event date. All cancellations MUST be in writing. 4. Members having registered, but not attended an activity, will be liable for the full fee. 5. Student and Graduate members of the API can book any 2 or 3 hour seminar to be held at the API Training Room for \$22 subject to availability. Non members with current student card can register for \$44, subject to availability, only events at API apply 6. The registration form or flyer constitutes your TAX INVOICE for the purposes of billing. No additional invoice will be provided. 7. Fax registration accepted only with payment. 8. Credit Card payments can be accepted.